

AFWay Commercial IT Process

Colonel Neal Fox

Director, CIT PAD

<https://afway.af.mil>

AGENDA

AFWay

- **OVERVIEW**
- **ACQUISITION CHANGES**
- **CO INTERFACE WITH AFWay**
- **Q & A**

What Is AFWAY?

AFWay

- **Cradle-to-Grave COTS IT Requirements, Acquisition & Tracking Process**
- **IT Electronic Business & Electronic Commerce (EB/EC) in One Process**
- **Best of CIT-PAD (Contracts & IT Superstore), BPR (ACC), & IPMS Tracking**
- **One Portal Entry Point For USAF COTS IT**

Why AFWay?

AFWay

- **Provide a Re-Engineered COTS IT Process**
 - **Online, Portal-Based**
 - **One Process**
- **Reduce Total Cost of Ownership (TCO)**
- **Enable AF/CIO Management of COTS IT**
- **Meet Congressional IT Mandates**
 - **Gain Control and Track**

Previous / Now

AFWay

Previous:

- **Separate COTS IT Requirements, Purchasing and Tracking Processes; Separate IT Superstore Website**
- **Paper-Based C4RD, Financial, Contracting**
- **Tracking Began at Govt Acceptance**

Now:

- **“One” Process**
- **Mostly Web-Based**
- **Tracking Begins at Ordering**

CIT PAD ACQ STRATEGY

AFWay

- Follow the Commercial IT Market
 - Don't Try to Force It
- Focus USAF Volume  Best Prices/Lower TCO
- Use Leading-Edge Acquisition Processes
- Quality Counts - Require It
- Support CIO, Interoperability, Standards

PRODUCT STRATEGY

AFWay

- **Provide Entire Scope of COTS IT Products**
- **Continue to Emphasize Use of BPAs**
- **Teaming Used to Broaden Product Line**
- **Incorporate MAJCOM-Unique SB Vendors**
- **Link Existing USAF IT Vehicles (Until Expire)**

CIT PAD Product BPAs

AFWay

Desktops / Portables / Servers: Dell, Gateway, Micro
CDW-G (HP, Toshiba, Compaq), GTSI (IBM, Panasonic)
Toughbooks, Howard)

Software: Logicon / FDC, GTSI, Sytel, gTech

Networking Products: Force3, GTSI, FDC, WWT
(Cisco, 3Com, Fore, Cabletron, HP, Sun, etc)

Workstations: Compaq, GTSI (HP, Compaq, Sun)

I/O Peripherals: Westwood, GTSI (HP, Xerox, Lexmark)

Supplies & Accessories: CDWG, Westwood, GTSI
Everything from Cables to Digital Cameras & PALM

OVER 160,000 IT PRODUCTS-- & GROW

Product Teaming Agreements

AFWay

- **Software ESI**
 - **Navy: Microsoft (ESI Agreement This FY??)**
 - **Army: Databases (Air Force Oracle)**
 - **Air Force: IA, Enterprise Mgmt, Electronic Records Mgmt**
- **Other Services:**
 - **Army: MMAD (GTSI, IBM), IS-1 (Telos)**
 - **Navy: CAD II (McBride, Integraph)**

SERVICES CONTRACTS

-
- **Information Technology Services (ITS) BPA** *AFWay*
 - 9 Primes Plus Hundreds of Team Members/Subs
 - Local PCO is In Charge of Task Order
 - 5 Year Term
 - **ULANA - TRW; Complete IT Services**
 - Thru Nov 02
 - **Gartner Group -- Consulting**
 - **Teaming Arrangements:**
 - **ViViD (Navy) - GD, Avaya; Complete IT Services**
 - **Telis (DOE) - EDS; Complete IT Services & Products**

AF CIO Policy

AFWay

- **22 Mar 02 Ltr: AFWay is Now the AF COTS IT Provider of Choice**
- **“Future”: AFWay Mandatory for USAF COTS IT Product Purchases**

Acq Strategy Changes

AFWay

- **Mandatory Use Policy Drives New Acq Strategy**
 - **Only Two Acquisition Sources For COTS IT**
 - **Primary: CIT PAD Contract Vehicles**
 - **MAJCOM Small Business Contract Vehicles**
- **Eliminates Other COTS IT Product Contracts**
 - **Reduced Vendor Opportunity**

MAJCOM-UNIQUE VENDORS

AFWay

- **MAJCOMs Will Have Opportunity to Contract with Their Own Small Business Vendors**
 - Will Be Tied Into AFWay Process
 - MAJCOM PKs Use Own Processes
- **Ensures AFWay Does Not Seriously Degrade Small Business Participation**
- **Overall Opportunity is Reduced From Previous Status**
 - Has Congressional Interest
 - AF/SB Supports AFWay Acq Plan

How You (CO) Are Affected

AFWay

- **Must Register ASAP!**
- **Base ECO Handles Process Flow Setup (Includes CO)**
- **Approval (C4RD, Fin, CO) Process Now Automated, Notifications of Required Action Via e-Mail**
- **CO is Least Affected Part of AFWay Process**
 - **Best Value Analysis Still Required**
 - **Continue to Use SPS Contracting Documents as Before**
- **IMPAC Card Procedures Unchanged**
 - **Consider Raised Limits**
- **Non-USAF: Use AFWay for CIT PAD Contract Vehicles**
 - **Register, But No Other Requirements**
 - **“Go Around” All Business Processes and Buy Stuff**

AFWay CO Workflow Process Diagram

AFWay notifies CO (email)

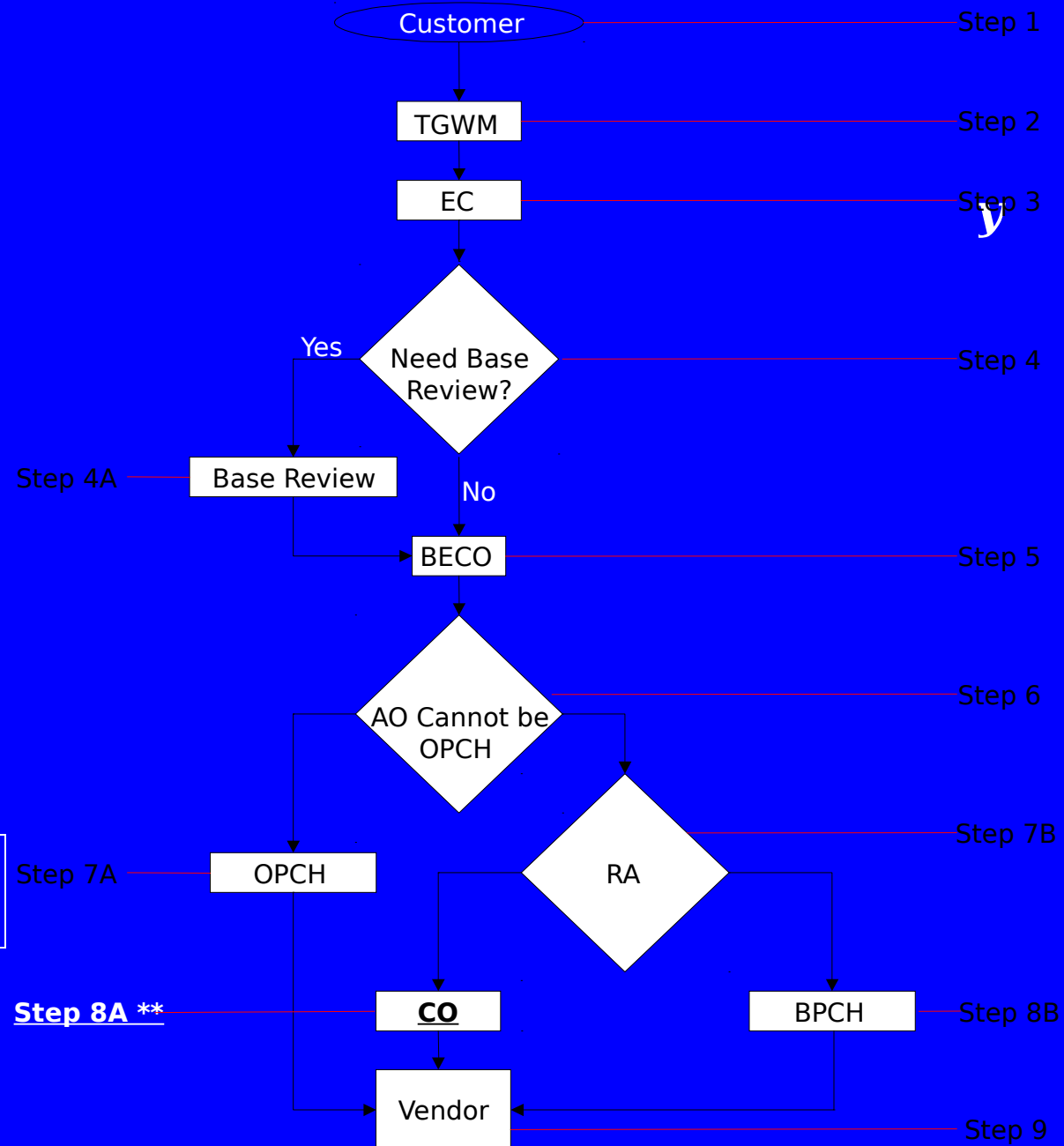
CO Receives Certified AF Form 9 through base process

Use email Link Review Reqt

CO Creates SF 1449 in SPS

CO Returns to AFWay: Approve Order

CO Inputs funding information and delivery order Into AFWay



HTTPS://AFWay.AF.MIL

https://afway.af.mil/ - Microsoft Internet Explorer provided by HQ SSG

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History Print W

Address https://afway.af.mil/



AFWay

Registration
Log In
Home Page

Product Search

User Profile
Search for an Order

IT Services
Oracle Deal
ESI
ULANA II
Biz Ops

Contracts
MAJCOM Policies

User Manual
Help

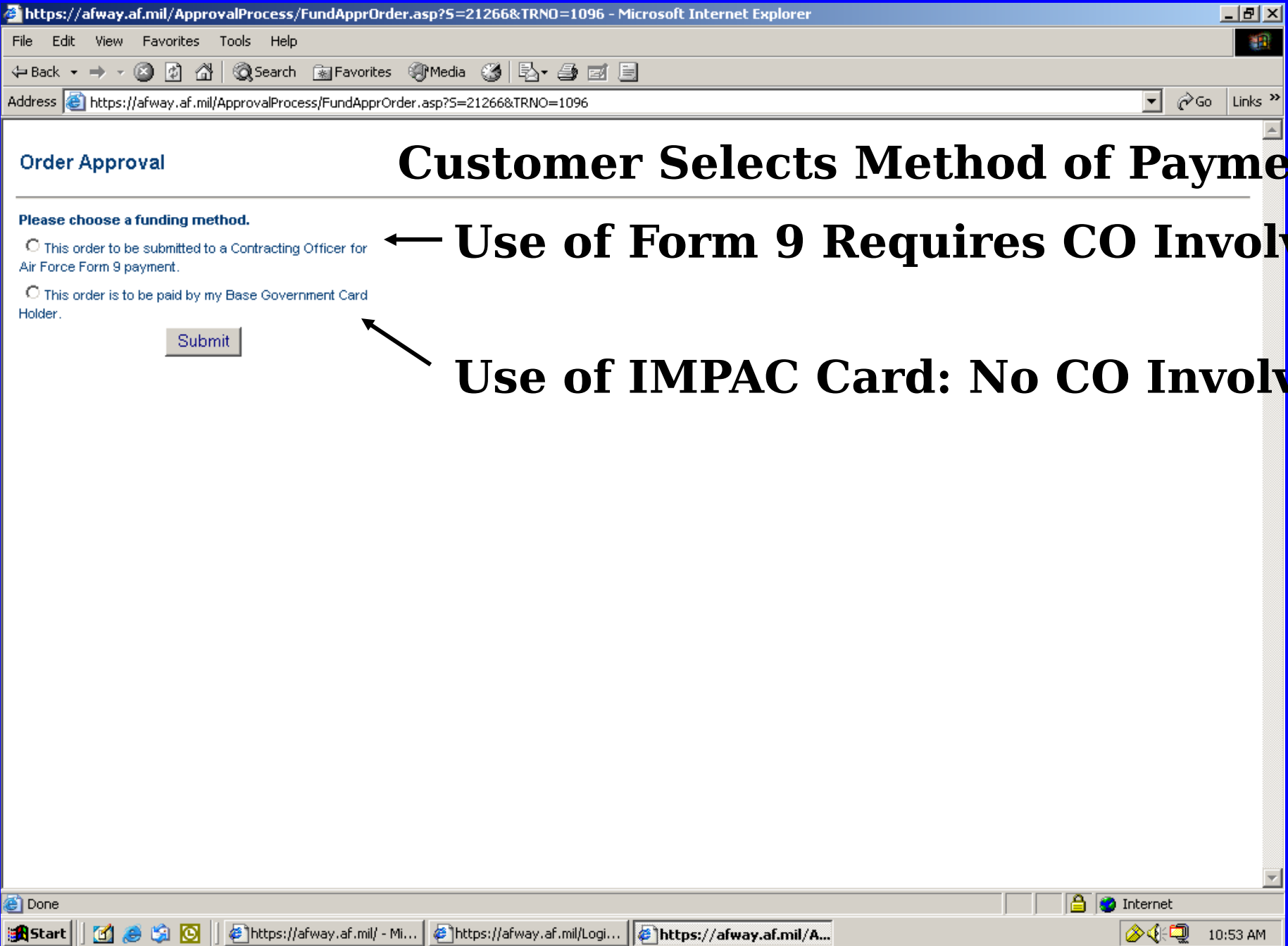
CIT-PAD Workshop
2002
AFITC 2002

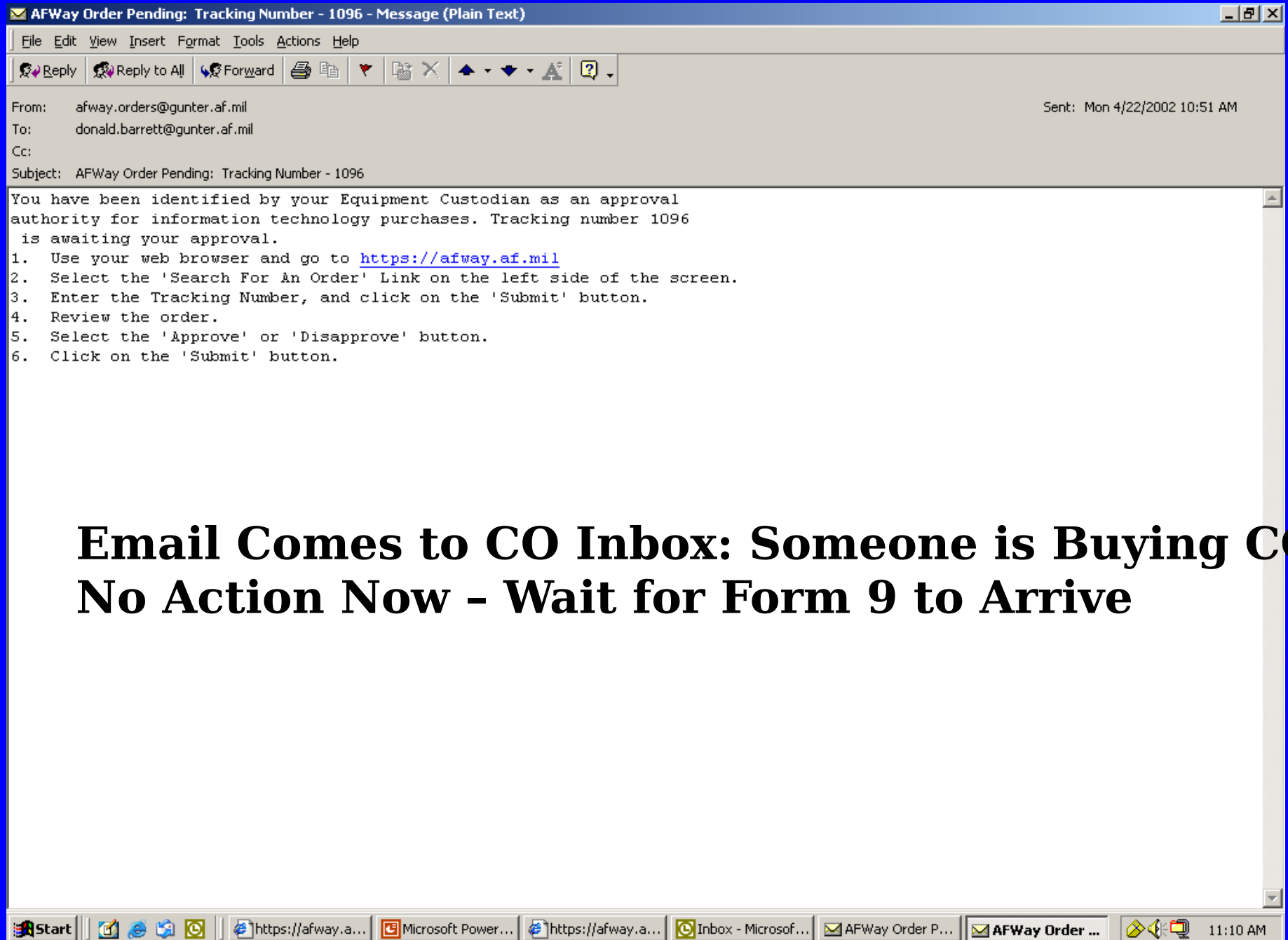
Contact Us

**Shop
AFWay**



Orders will be accepted on AFWay beginning February 28, 2002.





Email Comes to CO Inbox: Someone is Buying CO
No Action Now - Wait for Form 9 to Arrive

https://afway.af.mil/Login_Process.asp?S=21260&flag=0&flag1=3 - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail

Address https://afway.af.mil/Login_Process.asp?S=21260&flag=0&flag1=3 Go Links »



[Contact Us](#) [Events](#) [News](#) [FAQ](#)

Log Out
Home Page

Product Search

User Profile
Search for an Order

IT Services
Oracle Deal
ESI
ULANA II
Biz Ops

Contracts
MAJCOM Policies

User Manual
Help

CIT-PAD Workshop
2002
AFITC 2002

Contact Us

User Profile

ELAINE TAYLOR
CONTRACTING OFFICER
BASE GOVERNMENT CARD HOLDER

[Change Password](#) [View ECAN's Approval Process](#)
[View/Edit Account Information](#) [View/Edit Your Role/Authority](#)

[Submit a Request for Quote](#) [View/Edit Non-AF User's Permission](#) [View/Edit Credit Card Information](#)

Orders

Orders Pending Your Approval

Tracking Number:	Order Number:	Date:	Customer:
1096	1012	4/22/2002	DONALD BARRETT

Orders Pending In the Approval Process

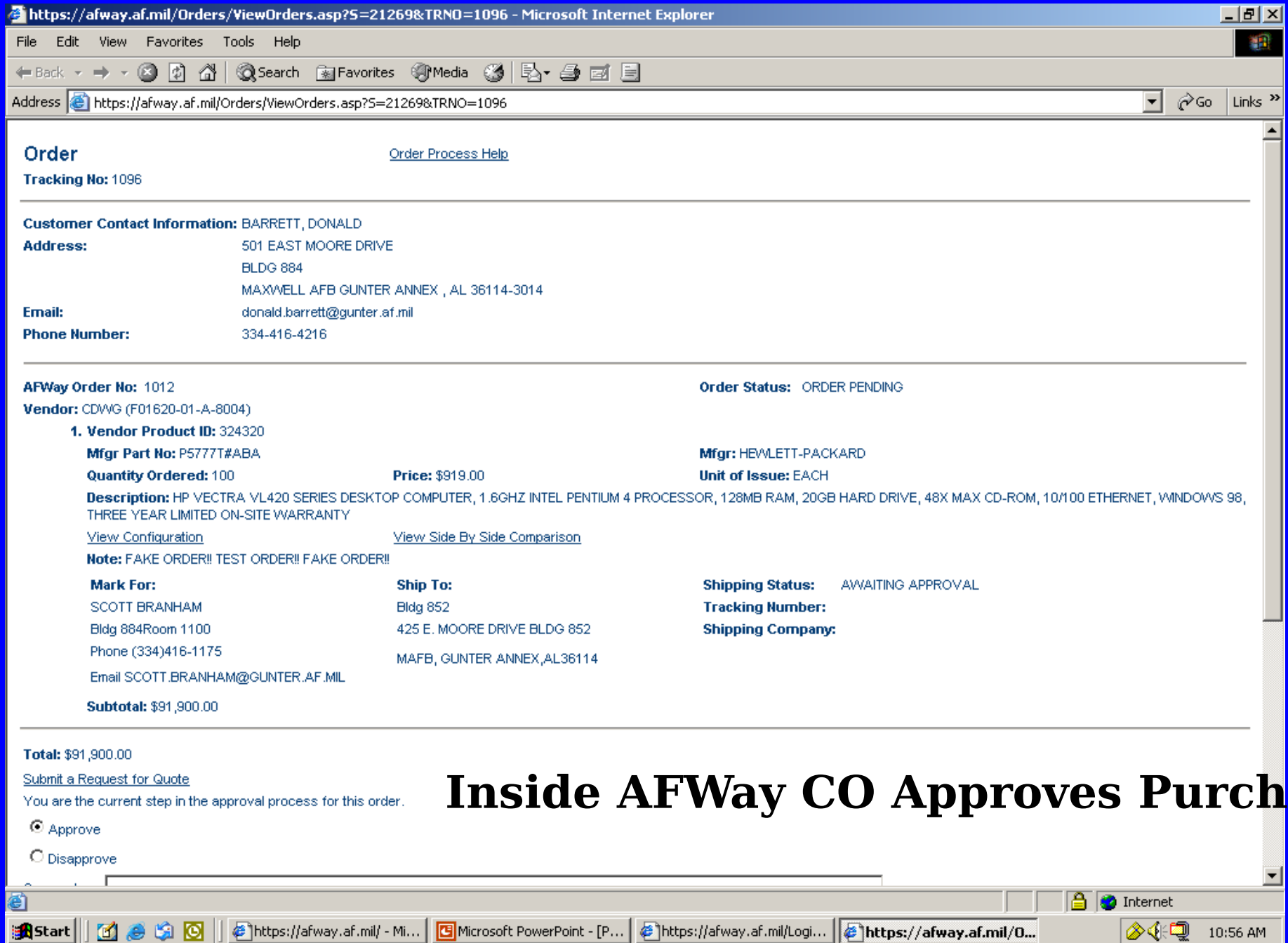
Tracking Number:	Order Number:	Date:	Customer:
1063	978	4/12/2002	RONALD ROBINSON
1078	994	4/17/2002	RONALD ROBINSON
1096	1012	4/22/2002	DONALD BARRETT

Wishlists

Form 9 Arrived, So Click on Link Supplied in E

Perform Best Value Analysis: PC, Laptop Provi

Start | Internet | https://afway.af.mil/ - Mi... | Microsoft PowerPoint - [P... | https://afway.af.mil/L... | 10:54 AM



Side By Side Comparison

VENDOR NAME PART NUMBER BASE SYSTEM PRICE	HEWLETT-PACKARD 324320 \$727.00	HEWLETT-PACKARD 324320 \$727.00	HEWLETT-PACKARD 324319 \$796.00
PROCESSOR - 1.0 GHZ	1.6GHZ P4	1.6GHZ P4	1.6GHZ P4
MEMORY - 64 MB	128MB RAM	128MB RAM	128MB RAM
HARD DRIVE - 10 - 15 GB	20GB HARD DRIVE	20GB HARD DRIVE	20GB HARD DRIVE
CD ROMS/DVD - CD-ROM			
MONITORS - 15"	+ \$149.00	+ \$149.00	+ \$149.00
NETWORK CARD - 10/100 BASE-T			
FLOPPY DRIVE - 1.44 MB			
KEYBOARDS/KEYPADS - CLASSIC			
MOUSE - CLASSIC	SCROLLING MOUSE	SCROLLING MOUSE	SCROLLING MOUSE
MICROPHONE - EXTERNAL	NO MICROPHONE	NO MICROPHONE	NO MICROPHONE
SPEAKERS - AMPLIFIED	+ \$28.00	+ \$28.00	+ \$28.00
VIDEO CARDS - 4 MB	16MB ATI RAGE	16MB ATI RAGE	ATI 16MB
SOUND CARDS - PCI AUDIO	16-BIT AUDIO	16-BIT AUDIO	16-BIT STEREO S
MODEMS - 56 K	NO MODEM	NO MODEM	NO MODEM
ADDITIONAL HARD DRIVES - NONE			
ADDITIONAL PROCESSOR - NONE			
CARD READER - NONE			
TAPE DRIVES - NONE			
ZIP DRIVE - NONE			
OPERATING SYSTEM - WINDOWS XP	MS WIN 98	MS WIN 98	MS WIN 2000 PRO
APPLICATION - OFFICE XP	PC-COE INSTALL + \$15.00	PC-COE INSTALL + \$15.00	PC-COE INSTALL + \$15.00
WARRANTY - 1 YEAR	3 YEAR LIMITED	3 YEAR LIMITED	3 YEAR LIMITED
PRICE EACH - CONUS	\$919.00	\$919.00	\$988.00
TOTAL PRICE - Quantity: 100	\$91,900.00	\$91,900.00	\$98,800.00

**PC BVA Used by Customer is Provided by Email L
Others CO Must Do Manually**

https://afway.af.mil/ApprovalProcess/FundApprOrder.asp?S=21269&TRNO=1096 - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Copy Paste

Address https://afway.af.mil/ApprovalProcess/FundApprOrder.asp?S=21269&TRNO=1096 Go Links

Order Approval

Form 9 Payment:

Delivery Order Number:

FundCode/FY

Fund Cite

[Submit This Order](#)

CO Does 1449 on SPS, Signs and Sends to Vendor; T Must Re-Enter AFWay and Record D.O. Number, Fu And Fund Cite for IPMS (Oh Boy, More Work)

Summary for CO: Use Same Old Processes (Form 9 Plus More Work

Done

Start

https://afway.af.mil/ - Mi... Microsoft PowerPoint - [P... https://afway.af.mil/Logi... https://afway.af.mil/A... Internet 11:01 AM

AFWay: Future Capabilities

AFWay

Contracting:

- **Better Tie-In to Contracting Documentation**
 - **Better SPS Interface**

Other:

- **Electronic Funding Documents**
 - **AF Form 9**
 - **MIPR**

PCO CONTACTS

AFWay

- **Dorothy Priest: 334-416-5610 (DSN 596-5610)**
- **Kay Walker: 334-416-1781 (DSN 596-1781)**

Summary: THE FUTURE

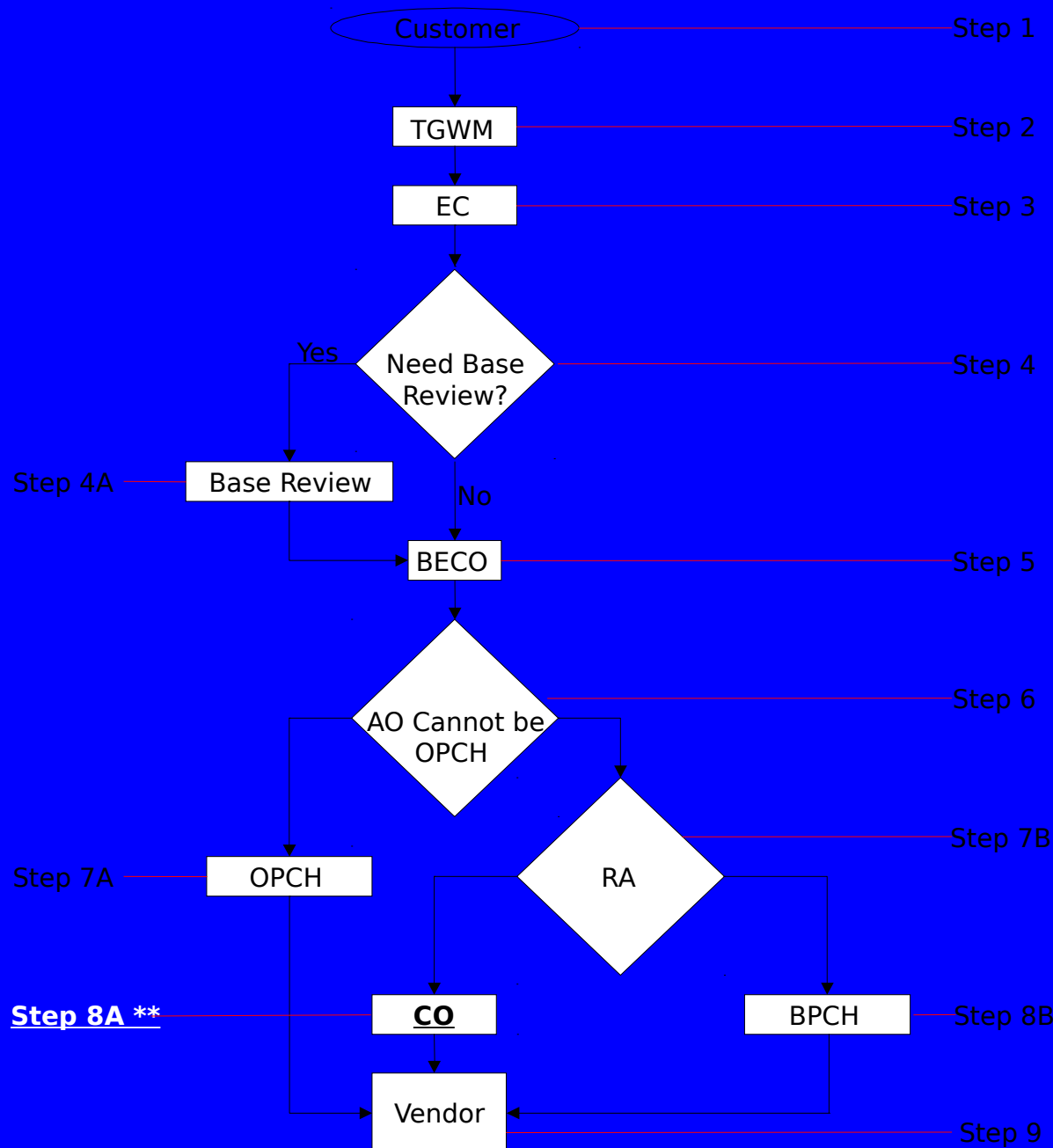
AFWay



- **Faster Contracting / Deliveries**
- **Better Prices / Quality / Service**
- **Cheaper Total Ownership Costs**

***CIT PAD:
ACQUISITION REFORM IN OVER-
DRIVE***

AFWay Workflow Process Diagram



**AFWay will notify the CO in the customer's workflow that they have an order pending their action. The CO will not take action on the order at this point. After reviewing the customers requirement, and receiving a certified AF Form 9, the CO creates a SF1449. Upon completion of the SF1449, the CO will return to AFWay, and add the following information to the order: 1. Line of accounting/fund cite (taken from the certified AF Form 9)

2. Delivery Order Number